



City of Evans Finance Department 970-475-1101 www.cityofevans.org www.weareevans.com



# Sales Tax

#### A SUSTAINABLE FUTURE REVENUE

December sales tax collections reported a 1.2% increase as compared to December 2011, closing out the year with a 16.8% increase over 2011.

## **Evans In Brief**

December receipts were 1.2% higher than the same period last year.

The City's base category showed a month over month increase of 11.6%; a slight increase from prior month.

The commercial sector reported an increase in sales tax of 8.2%, slowing slightly from the prior month increase of 9.5%.
Utilities ended the

month with a (7.7%) decrease over the same month last year.

Motor vehicle reported a slight decline of (7.9%) over the same period last year.

Industrial category reported its first month over month decrease in sales tax of (10.9%).

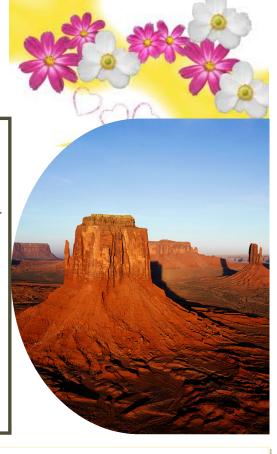
Total YTD Sales Tax: +16.8% YTD Actual vs. Budget: +1,743,368

#### **STRENGTHS:**

- Average sales price for a home in Evans increased 14.9% year over year.
- 20 single family building permits for 2012.
- 2012 CPI increase overall of 1.7% from last year.

#### **WEAKNESSES:**

- Cautionary outlook in the Industrial sector due to past volatility.
- Monitoring the Utility and Motor Vehicle sector due to recent fluctuations.







### Spotlight on 2012 Results

Category	2011 YTD	2012 YTD	% Change
Base	1,323,749	1,536,477	16%
Commercial	1,609,957	1,730,349	7%
Industrial	1,025,680	1,378,227	34%
Utilities	696,366	690,360	-1%
<b>Motor Vehicle</b>	937,934	1,196,907	28%

With another year complete, we have a full 24 months of data under the self-collection model with which to evaluate the City's sales tax by major business group.

Our big winner for 2012 growth was our industrial sector reporting a 34% year over year increase. This is almost 10%

more growth over the prior year change and was due to increased activity in this sector.



## **Total Sales Tax Collection Summary**

Sales Taxes for December 2012

	Monthly Collections 2011	YTD Collections 2011	Monthly Collections 2012	YTD Collections 2012	Seasonal Trend for Annual Projections	Projected YTD Collections
Jan	\$363,341	\$363,341	\$481,859	\$481,859	\$352,686	\$352,686
Feb	\$451,690	\$815,031	\$524,788	\$1,006,647	\$371,144	\$723,830
Mar	\$473,424	\$1,288,455	\$579,514	\$1,586,162	\$390,278	\$1,114,108
April	\$430,060	\$1,718,515	\$528,825	\$2,114,985	\$401,763	\$1,515,871
May	\$477,844	\$2,196,359	\$567,928	\$2,682,914	\$394,639	\$1,910,510
June	\$447,036	\$2,643,395	\$592,945	\$3,275,858	\$401,798	\$2,312,308
July	\$479,181	\$3,122,576	\$553,820	\$3,829,678	\$402,563	\$2,714,871
Aug	\$477,702	\$3,600,278	\$544,837	\$4,374,515	\$428,831	\$3,143,702
Sept	\$488,596	\$4,089,630	\$560,927	\$4,935,442	\$416,549	\$3,560,251
Oct	\$488,915	\$4,578,545	\$489,486	\$5,431,624	\$416,426	\$3,976,677
Nov	\$456,431	\$5,034,976	\$535,166	\$5,966,790	\$374,632	\$4,351,309
Dec	\$558,711	\$5,593,686	\$565,529	\$6,532,319	\$437,642	\$4,788,951

